

Message Text

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PAGE 01 STATE 195441

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ORIGIN ARA-10

INFO OCT-01 ISO-00 EB-05 /016 R

DRAFTED BY ARA/LA/PAN:SMBELL:MBB

APPROVED BY ARA:WGBOWDLER

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P 060347Z SEP 74

FM SECSTATE WASHDC

TO AMEMBASSY PANAMA PRIORITY

C O N F I D E N T I A L STATE 195441

E.O. 11652: GDS

TAGS: ETRD, PN

SUBJECT: UNITED BRANDS - GOP AGREEMENT ON BANANA TAX
DISPUTE

FOR AMBASSADOR FROM ACTING ASSISTANT SECRETARY BOWDLER

REF: PANAMA 5164 AND 5188

1. IN THE COURSE OF INFORMING ME BY TELEPHONE OF THE
SUCCESSFUL CONCLUSION OF NEGOTIATIONS WITH THE PANAMANIAN
GOVERNMENT, UNITED BRANDS PRESIDENT ELI BLACK VOLUNTEERED
THAT YOU HAD MADE A "SUPERB" CONTRIBUTION IN TERMS OF
KEEPING THE TWO NEGOTIATING PARTIES HEADED TOWARD AGREE-
MENT. BLACK EXPLAINED THAT YOUR ACTIVITY AS AN "HONEST
BROKER, DEALING FAIRLY AND SQUARELY WITH BOTH SIDES," HAD
ON AT LEAST TWO OCCASIONS PREVENTED A BREAKDOWN IN THE
NEGOTIATIONS.

2. WE ARE GRATIFIED AT THE RESULTS OF YOUR SKILLFUL GOOD
OFFICES IN THE NEGOTIATIONS, WHICH HAD THEY FAILED MIGHT
WELL HAVE LED TO PANAMANIAN INTERVENTION OF THE COMPANY,
WITH UNFORTUNATE REPERCUSSIONS ON BILATERAL RELATION-
SHIPS AND POSSIBLY THE COURSE OF TREATY NEGOTIATIONS. WE
CONGRATULATE YOU, A JOB WELL DONE. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: DISPUTE SETTLEMENT, CONSULAR LEGAL ASSISTANCE, NEGOTIATIONS, BANANAS
Control Number: n/a
Copy: SINGLE
Draft Date: 06 SEP 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: shawdg
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE195441
Document Source: CORE
Document Unique ID: 00
Drafter: SMBELL:MBB
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740247-0324
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740968/aaaacfjs.tel
Line Count: 51
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN ARA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: PANAMA 5164 AND 5188
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 18 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <18 SEP 2002 by boyleja>; APPROVED <26 FEB 2003 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: UNITED BRANDS - GOP AGREEMENT ON BANANA TAX DISPUTE
TAGS: ETRD, PN, US, UNITED BRANDS
To: PANAMA
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005